Summus Industries

The University is a public, student-centered, doctoral-granting institution dedicated to excellence in serving the educational needs of the diverse population of Texas. Prior to implementing SciQuest, the University followed a decentralized purchasing process in which each end user was authorized to spend $5,000 utilizing the existing Enterprise Resource Planning (ERP) system. However, the University was faced with multiple challenges such as lack of reporting, vendor management, and diversity spend for its supplier diversity initiatives.

Key Challenges

With extensive annual purchasing requirements, the University recognized the need for a process improvement system and turned to SciQuest to improve its eProcurement processes. The University required a solution that would easily integrate with its existing Oracle/PeopleSoft system allowing the institution to consolidate spend, increase user adoption, and provide data for further analysis by management.

With multiple office supply vendors, the University desired a vendor that could support next day delivery to its end users and desired a vendor that could support its new procurement platform. The University also sought a vendor that was SciQuest enabled, offered competitive pricing, and was able meet the University's diversity requirements.

The University needed an Office Supply vendor with third party connectivity and offered solutions that would:

- Gain efficiency by eliminating a paper driven process in favor of order automation
- Allow the University to leverage a national purchasing contract
- Satisfy diversity requirements
- Favorable implementation and turnaround time

The Solution

Summus Industries was selected as the vendor of choice due to its product assortment, competitive price, SciQuest integration experience, HUB qualification, and excellent service and support.

Summus Industries worked closely with the University to integrate its eProcurement system with Summus.eDiversityNetwork.com. Once integrated, the University could order their office supplies without costly billing or pricing mistakes. In addition, a system of order approvals was adopted to manage rouge purchasing habits.

Industry: Higher Education

Students: 34,000 +

Location: Texas

Technology Environment: PeopleSoft, Oracle

The Results

The process is now fully integrated, and users can log onto the eProcurement site for access to more than 10,000 items. After an end user has completed shopping on the site, items are automatically populated into the eProcurement requisition. Once approved through the University's approval process, the requisitions are automatically converted to purchase orders and electronically transmitted to Summus Industries for next-business-day delivery.

This integrated procurement system eliminates all redundant data entry and guarantees all orders to be approved and reconciled at the time of purchase. Once a requisition is approved, Summus.eDiversityNetwork.com eliminated the need for additional information to be entered. Invoices are introduced to the Universities ERP the correct departmental budget codes for eInvoicing. Upon receipt and approval, the invoices are scheduled for payment by the University's Accounts Payable department.

Summus Industries provided a win-win situation for the University. Summus Industries' expertise and strategic alliance with Staples Advantage has resulted in better pricing for office products, greater efficiency from eCommmerce utilization, and process improvements.

The Future

As a result of the technology, efficiencies, and wide breadth of products, the University has selected Summus Industries as their vendor for computer equipment utilizing SciQuest for eCommerce solutions. With time, there may be other opportunities for Summus Industries to present other cost savings solutions to the University.